

Message Text

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72

ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 CAB-09 CIAE-00 COME-00 DODE-00

 DOTE-00 INR-11 NSAE-00 RSC-01 FAA-00 L-03 DRC-01 /062 W
 007398

R 131839Z SEP 74

FM AMEMBASSY BONN

TO SECSTATE WASHDC 5033

INFO USMISSION BERLIN

AMEMBASSY LONDON

AMEMBASSY PARIS

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E. O. 11652: N/A

TAGS: ETRN, WB

SUBJECT: CIVAIR: AERO AMERICAN

REF: (A) STATE 198734, (B) BERLIN 1502, (C) BONN 13584

1. AERO AMERICAN OPERATIONS DIRECTOR TROSPER AND EUROPEAN GENERAL MANAGER MATTUS (FORMERLY MODERN AIR EXECUTIVE) CALLED ON EMB CAA SEPTEMBER 12 TO DISCUSS AERO AMERICAN'S BERLIN PLANS. TROSPER DESCRIBED THE PRESENT STATUS OF AERO AMERICAN'S BID TO PURCHASE MAT ALONG LINES SET FORTH IN PARA 2 REFTEL A, ADDING THAT MAT WOULD PERFORM ITS LAST FLIGHT WITH ITS PRESENT EQUIPMENT (CONVAIR 990'S) ON OCTOBER 28; ALTHOUGH MAT'S US PRESENCE WOULD CEASE TO EXIST AS OF OCTOBER 1- IF INTERIM FINANCIAL AND MANAGEMENT ASSISTANCE AGREEMENT RECEIVED FAIRLY PROMPT CAB APPROVAL, AERO AMERICAN WOULD INTRODUCE SEVERAL OF ITS FAA CERTIFIED 720'S INTO BERLIN SUBSEQUENT TO OCTOBER 28 FLYING UNDER MAT COLORS. THIS COURSE OF ACTION ASSUMED THAT MAT'S EXISTING CAA AUTHORITY WOULD CONTINUE.

2. IF INTERIM ARRANGEMENT DELAYED OR DENIED BY CAB, AERO AMERICAN WOULD SEEK AUTHORITY TO OPERATE IN BERLIN
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UNDER ITS OWN COLORS. IN ANY EVENT, AERO AMERICAN

WOULD WANT TO FLY ONE OF ITS 720'S TO BERLIN TO PARTICIPATE IN TEGEL SOUTH'S OPENING DAY CEREMONIES. IN RESPONSE TO FURTHER QUESTIONING, TROSPER SAID THAT AERO AMERICAN RECEIVED ITS FAA 121 CERTIFICATION IN JANUARY 1974 AND SINCE THEN HAS BEEN OPERATING UNDER CONTRACT TO SEVERAL LAS VEGAS HOTELS. HE EXPLAINED THAT THESE HOTELS WOULD PAY FOR TRANSPORTATION AND ACCOMMODATIONS IN THE HOPES OF RECOVERING THEIR INVESTMENT THROUGH GAMBLING. ON THE INTERNATIONAL SIDE, AERO AMERICAN HAS PERFORMED A NUMBER OF SIMILAR FLIGHTS FOR A GAMBLING CASINO IN YUGOSLAVIA.

3. EMB CAA POINTED OUT THAT MAT'S EXISTING AUTHORITY WOULD HAVE TO BE AMENDED IF 720' S WERE INTRODUCED INTO BERLIN UNDER MAT'S COLORS. SHOULD CIRCUMSTANCES LEAD AERO AMERICAN TO TRY TO ENTER THE BERLIN MARKET IMMEDIATELY UNDER ITS OWN STYLE, THEN, OF COURSE, NEW AUTHORITY WOULD ALSO HAVE TO BE SOUGHT. TROSPER THEREOPINED THAT PERHAPS AERO AMERICAN SHOULD SEEK TO LEASE BACK MAT'S 990'S (FROM AN AIRCRAFT BROKER) IN ORDER TO AVOID THE NECESSITY OF CHANGING MAT'S EXISTING AUTHORITY, FOR THE TIME BEING.

4. EMBASSY CAA DESCRIBED THE TRIPARTITE NATURE OF BERLIN CIVIL AVIATION STRESSING THAT IT WAS IMPOSSIBLE TO PREDICT LENGTH OF TIME REQUIRED FOR CAA CONSIDERATION AND EVENTUAL OUTCOME OF WHATEVER APPLICATION AERO AMERICAN/MAT MIGHT EVENTUALLY CHOOSE TO MAKE. IN THIS CONNECTION, EMB CAA UNDERSCORED THE IMPORTANCE ALLIED GOVERNMENTS ATTACHED TO BERLIN AIR SERVICES, THE VIABILITY OF WHICH REQUIRED FROM PARTICIPATING CARRIER BOTH STRICT ADHERENCE TO THE TECHNICAL REQUIREMENTS OF FLYING THE CORRIDORS AND A COMMITMENT TO FULFILLING OBLIGATIONS UNDERTAKEN TO THE BERLIN TRAVELING PUBLIC.

5. COMMENT: GIVEN COMPLEXITY OF THE SITUATION AND SOMEWHAT EQUIVOCAL PRESENTATION BY TROSPER AND MATTUS, EMB CAA SUGGESTED MAT WRITE THE EMBASSY SUMMARIZING MAT'S PLANS FOR THE REMAINDER OF THE SEASON AND ALTERNATIVE APPROACHES UNDER CONSIDERATION BY AERO AMERICAN. LIMITED OFFICIAL USE

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THE LATTER APPEARS TO BE SEEKING TO GAIN A FOOT IN THE DOOR IN BERLIN WITHOUT THE NEED FOR CAA AUTHORIZATION-- A SITUATION WE BELIEVE WE SHOULD AVOID BASED ON INFORMATION AVAILABLE THU'S FAR. INDEED, PAA DIRECTOR RUNNETTE RECENTLY MENTIONED PAA'S CONCERN THAT AERO AMERICAN WOULD EASE INTO BERLIN WITHOUT APPROPRIATE ALLIED REVIEW. WE WILL FOLLOW CLOSELY AND SEEK TO DEVELOP INFORMATION UPON WHICH TO BASE A US POSITION WITHIN THE CAA FORUM.

HILLENBRAND

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PASSENGER TRANSPORTATION, AVIATION REGULATIONS
Control Number: n/a
Copy: SINGLE
Draft Date: 13 SEP 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: kelleyw0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974BONN14601
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740257-0371
From: BONN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740949/aaaabpkl.tel
Line Count: 116
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: (A) STATE 198734, (B) BERLIN 1502, (, C) BONN 13584
Review Action: RELEASED, APPROVED
Review Authority: kelleyw0
Review Comment: n/a
Review Content Flags:
Review Date: 30 APR 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <30 APR 2002 by ifshinsr>; APPROVED <17 MAR 2003 by kelleyw0>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CIVAIR: AERO AMERICAN
TAGS: ETRN, WB
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005